WHOLESALER PACKING INSTRUCTIONS

VALUE ADDED PROMOTIONS -- 3RD QTR.'97

September DORAL B2G1F (Buy 2 Packs Get 1 Pack Free)

STEPS

1. Open DORAL B2G1F shipping case.

2. Place 7 cartons of DORAL promotional product into shipper/display. (Promotional product is in white cartons and is pre-sleeved).

3. Fold display header card down.

4. Close and tape case.

5. Ship to retailer.

DORA

Biy 2 Pau

Biy 1 Free

Get 1 Free

Cuss

1 ctn

Item: #530030

Description: DORAL September B2G1F Display/POS Kit

| Brand Style | LIGHT | L+ MEN 100 | 100 100 | ff 100 | |
|-------------------------|-------|---------------|------------|-----------|--|
| Number of Cartons | 1 | | | | |

on Racketpe de la Cacco Comea

Printed in U.S. v

BPENSSB2

WORKPLAN VAP TEMPLATE LISTING

PAGE:

DATE: 97-06-30 TIME: 09:19 AM

(717)421-7580

(717)343-8991

(717)759-0695

WHOLESALER

: 094931 MID-VALLEY CANDY COMPANY <DIRECT>

TEMPLATE

: 701143 70900 DOR B2G1F SEPT

TEMPLATE SEQ : 0014 SALES LEVEL : 16XXXX

TERR RETAIL ACCT NAME ADDRESS ST ZIP OTY TAX CHAIN-ID SUPPLIER ACCT PHONE # CITY --------- ----162204 162224 185497 BLUHMS GROCERY RT 6 LACEYVILLE PA 18623 1 (717)869-1287 162204 162223 185622 VALLEY FARM MARKET STATE & MAIN ST NICHOLSON PA 18446 68379 (717)942-6944 162204 162224 269979 DEWINGS BUSY MART (717)265-2096 MAIN STREET MONROETON PA 18832 162204 162224 549827 MARTYS MARKET (717)833+5494 PO BOX 238 MESHOPPEN PA 18630 1 162204 162223 682622 ABC MARKET 507 MAIN STREET FOREST CITY PA 18421 1 17171785.3553 162204 162223 706820 CONVENIENT FOOD MAR 330 NORTHERN BLVD CHINCHILLA (717)586-3406 PA 18410 CARBONDALE PA 18407 1 (717)281-9199 CLARKS SUMMIT PA 18411 (717)587-2334 1 RT 390 MOUNTAINHOME PA 18342 1. (717)595-7161

162204 162223 735443 MR B'S TOBACCO SHOP 58 SALEM AVE 162204 162223 776478 CONVENIENT FOOD MAR HIGHLAND AVE 162209 162222 184184 LEWIS MARKET 162209 162222 185685 RICCARDOS MARKET 617 3RD ST DUNMORE PA 18512 (717)342-1214 162209 185916 SCOTTS STORE 801 MULBERRY ST SCRANTON PA 18503 (717)342-7472 1 162209 162223 237497 C-PLUS MINI MART 0108-0000 (717)876-6410 202 BETTY ST EYNON PA 18403 1 162209 162223 471168 APLUS MINI MART 1227 S MAIN AVE SCRANTON PA 18504 1 (717)344-4001 162209 162221 577211 STROUDSBURG EXXON 100 MC CONNEL ST STROUDSBURG PA 18360 (717)424-8225 162209 162222 633853 CONVENIENT FOOD 302 340 W MARKET ST SCRANTON PA 1850B (717)969-7555 162209 162221 657095 LAUREL BEVERAGE INC 830 MONROE ST (717)421-2091 STROUDSBURG PA 18360 1 162209 162222 665462 APLUS 1218 O'NEIL HWY DUNMORE PA 18512 1 0362-0101 (717) 961-5542 162209 162222 667469 CONVENIENT FOOD 899 DAVIS ST PA 18505 (717)587-3644 SCRANTON 162209 162223 673294 ONE STOP TOB SHOP 725 S MAIN AVE SCRANTON PA 18504 (717)343-3393 162209 162223 735459 CONVENIENT FOOD MAR #3020 CCRANTON PA 18504 (717)342-0372 1 162209 162223 777531 SCHIFF'S BEVERAGE 33BO N MAIN AVE SCRANTON PA 18508 1 (717)343-1237

STROUDSBURG

MIFFLINVILLE

SCRANTON

PA 18360

PA 18505

PA 18631

PAGE BREAK TOTAL ACCOUNTS

173806 173820 664252 BRENNANS TRUCK PLAZ RT. 339 AND I 80

162209 162221 184478 SCHRECKS MARKET

162209 162222 185679 MADZINS MARKET

24 TOTAL QUANTITY

1501 N 5TK ST

527 PROSPECT AVE

26

1

TEMPLATE TOTAL ACCOUNTS

24 TOTAL QUANTITY

26